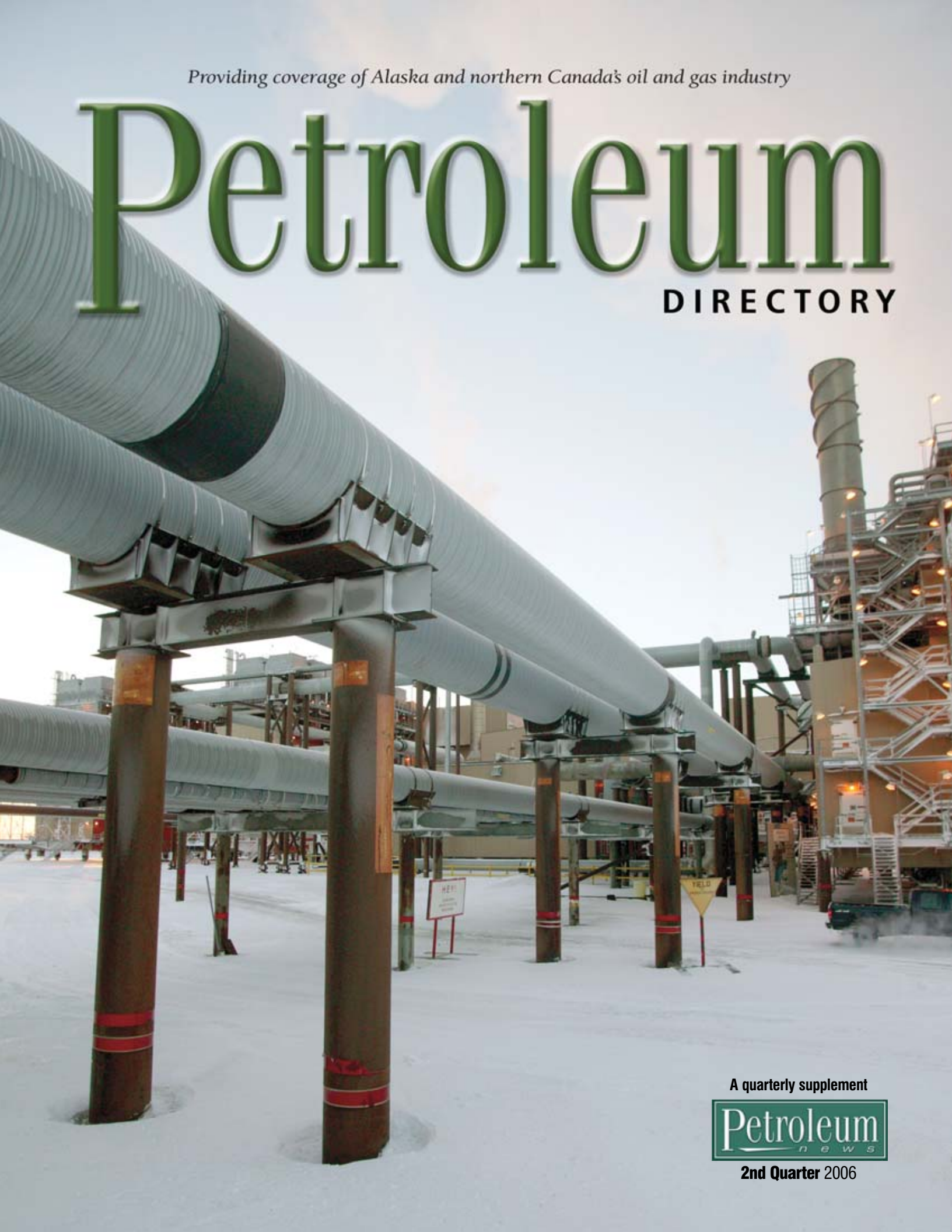


Providing coverage of Alaska and northern Canada's oil and gas industry

Petroleum

DIRECTORY



A quarterly supplement

Petroleum
news

2nd Quarter 2006

Companies involved in Alaska and northern Canada's oil and gas industry

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Ace Transport
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 AES Lynx Enterprises
 Agrium
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 Air Logistics of Alaska
 Alaska Airlines Cargo
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 Alaska Dreams
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B-F

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G-M

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N-P

Nabors Alaska Drilling
 NANA/Colt Engineering
 Natco Canada

Nature Conservancy, The
 NEI Fluid Technology
 NMS Employee Leasing
 Nordic Calista
 North Slope Telecom
 Northern Air Cargo
 Northern Transportation Co.
 Offshore Divers
 Oilfield Improvements
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 Petrotechnical Resources of Alaska
 PGS Onshore
 Pipe Wranglers Canada
 ProComm Alaska
 Prudhoe Bay Shop & Storage
 PTI Group

Q-Z

QUADCO
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 STEELFAB
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 Usibelli
 U.S. Bearings and Drives
 VECO
 Welding Services
 WesternGeco
 Wiggys-Alaska
 WSI-Total Safety
 XTO Energy

Message from the publisher



The monthly Petroleum Directory from Petroleum News is no more. We have replaced that newsprint publication with this quarterly full color, slick magazine.

Other changes include the addition of a historical feature (inside the yellow page listings in the center of the magazine), a feature devoted to the history behind oil and gas discoveries in Alaska and northern Canada, and a column about people who have left Alaska and northern Canada's oil patch for parts unknown.

Company news stories and briefs, Q&A company profiles, photos from companies doing business in Alaska and northern Canada, and the directory listings are also included, as they have been in the past.

The purpose of the directory is to say thank you to Petroleum News advertisers for supporting our weekly newspaper. Most of the service and supply companies doing business in Alaska and northern Canada are included, which makes this magazine a valuable publication for oil and gas companies doing business in northern North America.

Happy reading,

Kay Cashman

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PETROLEUM DIRECTORY

Second quarter 2006

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The cover photo, a North Slope gas facility, is courtesy of Judy Patrick



Prudhoe Bay: Perfunctory christening of field in 1968 obscures 142-year origin of name

By **ROSE RAGSDALE**
For *Petroleum Directory*

Explorers and adventurers from the origins of human history have claimed the privilege of naming discoveries. So too have geologists and geophysicists claimed the honor of naming the prospects, wells and fields that populate the chronicle of oil and gas exploration in Alaska.

Some names sprang from inspiration, some stemmed from observation and yet others grew out of desperation. But for the modern-day explorers who mapped Alaska's oil patch, the naming of key places and projects along the way reflects a time-honored industry tradition.

Many of the names came from geographic features, and some of these were christened by U.S. Geological Survey geologists who applied the monikers as they mapped the area, according to retired Alaska geologist Gil Mull.

USGS benchmarks along the Sagavanirktok River on Alaska's North Slope, for example, were given women's names, such as "Susie" and "Nora," and some of the early exploration wells on the Slope were named after these benchmarks, Mull said in a recent interview.

Atlantic Richfield Co. christened one of its first exploratory wells on the central North Slope "Susie" in the mid-1960s. "Susie" turned out to be a dry hole.

"Whether the geologists named the



Geologist Gil Mull, above, during the Prudhoe discovery years, and below, at his office these days



COURTESY GIL MULL



COURTESY GIL MULL

benchmarks after girlfriends, wives or whoever they happened to spend the weekend with in the cathouse in Fairbanks, we'll never know," laughed Mull.

Proximity figures in oil giant's name

The stories behind many names, how-

ever, have not been lost to history. How Alaska's giant oil field, Prudhoe Bay, got its name is one such story.

Obviously, the oil field was named after the nearest geographic feature, Prudhoe Bay.

But the reason the field is called Prudhoe Bay is because ARCO's discovery well was dubbed Prudhoe Bay State Well No. 2 and it was drilled a one to one and a half miles from the actual bay, Mull said.

"In correspondence, we would refer to a structure or feature by the nearest geographic landmark," Mull recalled.

Most of the Prudhoe Bay oil field is onshore, but part of it extended offshore under the bay, he added.

Harry Jamison, district manager for ARCO's exploration program at the time, said Prudhoe Bay was the most prominent geographic feature nearby.

"There's not much on that coastal terrain to choose from," observed Jamison, also now retired.

"Calling the field Prudhoe Bay probably resulted from a consensus between John Sweet and me," he added. Sweet was ARCO's exploration manager when the field was discovered.



COURTESY GIL MULL

Brits play early role in choice

Still, how did Prudhoe Bay, itself, get its name?

That's another story, said Mull.

British explorer Sir John Franklin, looking for the Northwest Passage, named the bay after a classmate in 1826, he said.

Franklin traversed the northeastern coast of Alaska, traveling west from the mouth of the Mackenzie River in the 1820s. Just west of Prudhoe Bay, Franklin gave up on a plan to rendezvous with Capt. Frederick W. Beechy of the Royal Navy in Barrow and returned to Canada.

During the trip he christened quite a few Alaska landmarks after his friends and acquaintances. These included Prudhoe Bay, which he named after Algernon Percy, fourth Baron of Prudhoe, who also was the last Duke of Northumberland.

Percy served with Franklin in the Royal Navy when both men were teenagers. His titles died with him in 1865.

Franklin also named other Beaufort Sea landmarks, including Flaxman Island,



COURTESY GIL MULL

Foggy Island, Demarcation Point and Beechy Point.

On a subsequent voyage in the 1840s,

the ill-fated Franklin got lost and died, along with his crew, after his ship became mired in Arctic pack ice.

PRA offers superior geoscience, engineering, project management

Sixty-eight-member professional team to celebrate PRA's ninth anniversary advising Alaska's petroleum industry

Q. What do you most want people to know about your company?

A. PRA is Alaska's premier oil and gas consulting company. Our professional staff includes more than 60 of the most competent, experienced oil and gas professionals in the Alaska E&P business. We are known for our technical and ethical excellence. PRA provides integrated teams or individuals to help clients address the challenges of exploring and developing oil and gas in all of Alaska's basins.

Q. Where is your company located?



By Paula Easley

A. Our offices are at 3601 C Street, Suite 822, Anchorage, AK 99503.

Q. When was the company founded, who founded it, and what was its original name?

A. PRA was founded in 1997 by Tom Walsh, Chet Paris, Chantal Walsh, Bob Ravn and Doug Dickey. It is an independent Alaska-owned corporation.

Q. Who heads up your company and who is on its senior management team?

A. The two managing partners are Tom Walsh and Chris Livesey.

Q. What is the PRA's primary business sector? What services does the company offer?

A. Our primary business sector is oil and gas exploration and development. We offer geoscience, engineering, project management, and management consulting services. To learn more about PRA's capabilities, we invite people to visit our Web site (www.petroak.com) or contact Tom Walsh or Chris Livesey, managing partners, at (907) 272-1232.



COURTESY PRA

Chris Livesey, Ph.D., pictured below, and Tom Walsh, above, are co-owners of PRA and contributed to this company profile.



COURTESY PRA

Q. Who are the company's main clients?

A. PRA has master service agreements to provide technical staff for short or

long-term projects with most of the oil and gas companies active in Alaska, as well as several state and federal government agencies and Native corporations. Master service agreements, MSA, are con-

tracts between client companies and vendors to provide specified services to the client — in our case technical professional consultants or contractors. With an MSA in place, the client has the flexibility to acquire temporary technical professional assistance with a one-page work order.

Q. How many employees does your company have?

A. We have 68 employees in Alaska.

Q. Describe your essential equipment in general terms.

A. We have a computer network and applications to perform reservoir geoscience and commercial modeling and risk analysis. We also have an extensive well log database.

Q. Is your company expanding any of its operations?

A. We have been expanding steadily since 1997 in terms of number of employees and diversity of skills offered.

Q. What is your company's main strength, i.e., its edge over the competition?

A. Our strength is the knowledge and skill of our employees. Most of our technical professionals have 20-30 years' experience in the Alaska oil and gas business, and we have expertise ranging from new basin geologic evaluation to production and transportation issues.

Q. What new markets, clients and/or projects did your company attract in the last year?

A. PRA has added several new clients over the past year, including two megamajor oil and gas companies and two independents. We pride ourselves on our ability to help new players come up to speed on Alaska-specific oil and gas issues, as well as helping the major producers maximize production from mature fields. We have created a database of the available digital well log data from exploration and production wells across the state, and two independent E&P companies have recently purchased the full dataset to support their technical evaluation efforts.



COURTESY PRA

Chantal Walsh is one of PRA's certified professional engineers

Q. Has the company invested in any new technology in the last two years?

A. We have invested significantly in our well log database, providing access to much-needed oil and gas well information across the state.

Q. What is the most challenging job the company has undertaken?

A. We were contracted by the State of Alaska to study North Slope production facility access issues, investigating opportunities for non-facility owners to share in the utilization and operating costs of existing production facilities at the Greater Kuparuk and Greater Prudhoe Bay areas. This was a complicated and divisive issue which required an understanding of the technical and commercial issues, along with patience and diplomacy.

Q. What are the biggest obstacles to completing work the company undertakes?

A. The ever-changing business climate associated with the oil and gas business makes it challenging to maintain a steady base of quality technical professionals.

Q. What do you see as your company's biggest challenge in the next five years?

A. Attracting and retaining people in a high oil-price market. We have a very flexible and generous compensation package that has helped to attract and retain key people through the years.

Q. What do you see as future trends or opportunities for your company?

A. The eventual sanctioning of a gas pipeline to deliver North Slope natural gas to market will have profound effects on the oil and gas business, and we expect to see significant growth in the need for technical professionals in the upstream and downstream sectors. The need for experienced contractors is growing along with the activity level (spending), primarily because it provides flexibility to both the client and the contract professional.

Q. What is the most humorous story from your company's years in the business in Alaska?

A. A very heated argument once took place between two of the original partners at a downtown Anchorage restaurant during a busy lunch hour. The outcome had very positive results for the company, but not so for the restaurant, which went out of business shortly thereafter. Its demise, we were told, could have been unrelated.

Q. Does your company have an anniversary or other landmark event coming up? If so, describe.

A. We are celebrating our ninth anniversary by hosting the Thursday night reception at the Petroleum Club of Anchorage on April 13. Y'all come to help us celebrate.

Q. What is the average length of time employees work for the company? Are you hiring for any positions?

A. It's about four years and growing. We are always in the market for qualified technical professionals who can bring value to our clients.

Q. What is your company's safety record?

A. Our safety record is perfect. We have had no Workman's Comp claims, and no lost time accidents in seven years, with over 300,000 man-hours worked.

Q. Does your company maintain a Web site?

A. Yes we do. It is www.petroak.com.

Northern Air Cargo sold

Pacific Northwest holding company will continue operation with same management team, plans fleet renewal

By **STEVE SUTHERLIN**
For Petroleum Directory

Northern Air Cargo and its subsidiaries have been sold to Saltchuk Resources, a privately owned holding company based in the Pacific Northwest. Under terms of the sale, Saltchuk acquired 100 percent of Northern Air Cargo Inc., Northern Air Maintenance Services Inc. and NaLink Inc.

Northern Air Cargo operates a fleet of four jet and turbine aircraft and five Douglas DC-6 workhorse aircraft. The

COMPANYNEWS

company employs 280 people, and has annual revenues in excess of \$50 million.

Northern Air Cargo was founded in 1956 by Robert "Bobby" Sholton and Maurice Carlson with a pair of C-82 "Flying Boxcars," as an all-cargo airline to serve Alaska's widespread rural communities. The C-82s were workhorse aircraft that served the company until 1982, joined in 1969 by DC-6 aircraft. The company added 727



Bill Fowler, currently NAC's COO, will become the company's CEO



COURTESY NAC

cargo jets to its fleet in 1991.

Northern Air Cargo has operated under the guidance of the Sholton family for 50 years.

In separate but related transactions, Saltchuk also purchased the Sholton family's Fairbanks airport facility and supporting ground equipment as well as the remaining assets of Northern Air Fuel.

Aircraft fleet renewal planned

The company said it has plans under

way to immediately begin an aircraft fleet renewal program, to expand its chartering and maintenance operations, and to grow its freight forwarding operations. A company source told Petroleum News March 27 that Northern Air Cargo will take delivery of its first Boeing 737-200 cargo aircraft in January 2007. The versatile 737-200 has long been a workhorse for cargo and freight operations in Alaska. The planes can be operated with a two-person flight crew, and can be fitted with gravel kits to serve locations with unpaved runways.

Northern Air Cargo will continue to operate as an independent business guided by the same management team. Bill Fowler, currently COO, will become the company's CEO. A new CFO, Eric Van Andel, is being transferred from Saltchuk's Seattle office. A new COO will be named soon, the company said.

Rita Sholton, who has served as chairman of Northern Air Cargo for more than 20 years, has been elected chairman emeritus. An advisory board will be formed to assist in the stewardship of the company. Current CEO Mary Sholton Witte has agreed to serve on Northern Air Cargo's advisory board.

According to Sholton, and Sholton Witte, the sale ends a long search to find

continued on next page



COURTESY NAC

COURTESY NAC



an owner that has a passion for serving Alaska, and understands the unique challenges of the company's marketplace. Northern Air Cargo serves more than 50 locations in Alaska with scheduled and charter services.

Saltchuk has history of Alaska marine transportation

Saltchuk Resources has a history of Alaska experience in marine transportation services. Its companies include fuel distribution, logistics, and hospitality industries located in Washington, Puerto Rico, and Hawaii. Through its subsidiaries, Saltchuk operates Totem Ocean Trailer express,

which sails container ships between Tacoma and Anchorage, and Foss Maritime, a Seattle-based tug and barge operator. The company has 4,500 employees worldwide.

Northern Air Cargo has a history of oilfield support on Alaska's North Slope, providing air cargo service for ConocoPhillips and Anadarko Petroleum at the Alpine project, which gets much of its supplies by air. With potential oil exploration in the Arctic National Wildlife Refuge and in roadless areas of the National Petroleum Reserve-Alaska, there could well be more oil industry business for Northern Air Cargo in the future.

HOUSTON

M-I SWACO acquires Epcon Offshore

Houston, Texas, based MI-SWACO announced Feb. 23 its acquisition of a Norwegian company, Epcon Offshore AS. MI-SWACO supplies drilling and completion fluids; production chemicals; and waste management services to the worldwide oil industry. Epcon Offshore manufactures proprietary technology to optimize the removal of hydrocarbons from produced water.

"The acquisition of Epcon Offshore provides us an avenue into the produced water treatment business, which we recognize as one of the industry's most promising markets going forward," said Larry Barker, MI-SWACO's senior vice president of drilling waste management. "This is a natural extension of our drilling waste management business and we are confident that the highly talented personnel and the innovative, cost-effective technology Epcon Offshore delivers, will position us for significant growth opportunities."

According to an MI-SWACO press release, a number of major operators in the North Sea, Latin America and the Middle East use Epcon Offshore's compact flotation unit to optimize the separation of produced water. The patented unit has a smaller footprint and weight than conventional separation units, thus "making it ideal for upgrading existing water treatment facilities facing challenges meeting increasing waste volumes and more-stringent discharge regulations," according to the release.

And Epcon Offshore sees the MI-SWACO takeover as a positive move.

"It has been of major importance for the owners to find a well-regarded, international buyer that is able to develop the potential of the company to the benefit of the industry and the employees," said Torben Moltke-Leth, former chairman of Epcon Offshore, on behalf of the previous company owners.

—Petroleum Directory



Call Today!
You can't afford to be left out.

DISPELLING THE ALASKA FEAR FACTOR

This is an annual comprehensive guide to Alaska's oil and gas basins and business environment. The purpose of the guide is to give potential oil and gas investors the information they need to make investment decisions — or point to where they can find the information.

The 17 chapters include everything from securing leases to permitting to Alaska service company profiles. A chapter analyzing efforts made to reduce the "fear factors" that underlie the belief you can find lots of oil in Alaska but you can't make money in the state spawned the guide's title, *Dispelling the Alaska Fear Factor*.

For information on how to be included in this guide call Amy Spittler at (907) 522-9469 or email aspittler@PetroleumNews.com.

Carlile in growth mode

Keytrans deal boosts transportation system network; opens new, state-of-the-art terminal at Port of Tacoma

By **STEVE SUTHERLIN**
For Petroleum Directory

Carlile Transportation Systems has acquired the assets of Keytrans Inc., an Alaska-based transportation company serving Alaska and the Pacific Northwest for 30 years, the company said in a recent statement. With the addition of Keytrans, Carlile said, its transportation system network will be enhanced through:

COMPANYNEWS

- Greater freight tracking visibility and reporting tools via the Internet (www.carlile.biz);
- Nine terminals throughout Alaska, Canada and the continental United States;
- Increased customer service — Carlile's employee base has grown to 535 employees company-wide; and
- Equipment and infrastructure expansion with a fleet of 200 trucks and 1,500 trailers.

Keytrans' employees, service commitments, rates and systems will be fully integrated into the Carlile system ensuring a smooth transition for all customers, the company said, adding that all freight moves will be invoiced by Carlile, effective Feb. 28.

Other Keystone companies related to warehousing and other business are not part of the transaction and will continue to operate as they have in the past.

Port of Tacoma operations expanded

As part of Carlile's 25th anniversary celebration during 2006, the company has also expanded its operations at the Port of Tacoma with the construction and grand opening of a new, state-of-the-art terminal at 2301 Taylor Way.

Four times the size of the company's previous terminal in Federal Way, Wash., the Tacoma Carlile Port Facility consists of 50,000 square feet of cross-dock and 14,000 square feet of office space on a 16-acre tract of land. The port terminal is situated on the Hylebos Waterway and it features both rail and water access. The 80-door cross-dock allows trucks to deliv-



COURTESY CARLILE

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er freight on one side and load up on the other.

Carlile's secured warehouse and cross-dock facility is equipped with some of the latest technological advances in security, the company said. The digital security network of 80 cameras boasts over two terabytes of storage. Physical access to the terminal is limited by computer-controlled doors and gates fitted with proximity card sensors.

Communications is an integral part of logistics and the terminal has the most extensive network in Carlile's system. Thirty-two miles of Ethernet and fiber optic cable in the office, warehouse and yard connects more than 50 workstations and servers to the corporate network which spans western North

America, from Houston, Texas to Prudhoe Bay, Alaska.

Wireless networking throughout the terminal, combined with wireless handheld computers and printers, will enable a new generation of logistics applications, Carlile said.

Carlile has Qualcomm satellite units

Carlile was the first carrier in the state of Alaska to have Qualcomm satellite units for instant communications and shipment tracking, the company said. The system was obtained to provide high security moves for the military, but it also acts as another safety net for trucks traveling on the Dalton Highway to the North Slope.

Carlile is an Alaska company with international reach. Founded in 1980 by brothers John and Harry McDonald, Carlile has grown from two tractors to one of Alaska's largest trucking companies. The founders grew up working for their father's tugboat business in Seward, Alaska.

Carlile Transportation Systems is based in Anchorage. Of its 535 people, 110 are employed at the Tacoma location.

Carlile terminals serve Alaska from Anchorage, Fairbanks, Kenai, Kodiak, Prudhoe Bay/Deadhorse, Seward, Seattle, Houston and Edmonton, Alberta.

Bright future forecast for Arctic Structures

From post offices to modern living facilities, Palmer-based manufacturing plant constructs modulars to meet diverse client needs

Q. Where is Arctic Structures located?

A. The main office is located in Anchorage, where we maintain a complete staff of estimators, project managers and sales managers. Our manufacturing facility and rental fleet are located in Palmer, Alaska.

Arctic Structures also operates a man-camp facility that once housed Exxon Valdez oil spill cleanup workers and is now primarily home to contractors for Alyeska Pipeline Service Co. and other contractors on projects in the area.

The company provides contractor housing for the missile defense project in Delta, Alaska, in our 364-bed dormitory, complete with recreation, kitchen and dining facilities. This camp was built in our Palmer manufacturing facility in 2002 and continues to operate as needed.

We also own and operate the Keystone Hotel in Valdez, Alaska. This facility operates seasonally during summer and is an affordable hotel conveniently located in the heart of Valdez, a five-minute walk from the ferry terminal.

Q. When was the company founded and who founded it?

A. Harry Pursell founded Arctic Structures in 1963 and it has remained a family-owned and operated company, completing thousands of projects throughout Alaska. We're proud of our longevity in the



A typical rental office unit

COURTESY ARCTIC STRUCTURES

Q. Who heads up Arctic Structures and who are the company's key people?



By Paula Easley

A. Currently Arctic Structures is managed by two of Harry Pursell's daughters, Ray Gipson (general manager) and

Raoul Pursell (rental operations manager), who both grew up in the business. Arctic Structures now qualifies as a woman-owned business. We have several long-term estimators and managers who've been with the company more than 25 years, including Glen Sinclair and Robert Thoma. Tom Rickard is a more recent addition to the team, heading up the metal building division with more than 30 years experience.

Don Roberts is manufacturing superintendent. He was originally hired as a carpenter in 1998 and has since worked his way up through the company. Hidefumi Kono, who manages our Valdez Operations, has been with us since 1993.

Q. What is the company's primary business sector? What services does the company offer?

A. Arctic Structures specializes in modular buildings both for lease and sale. In the Palmer facility we can design and construct literally any configuration of modular buildings from self-contained bathroom units to office complexes to full-scale camps with kitchen/dining and dormitory facilities.

In addition we operate a rental fleet consisting mostly of portable office units ranging from an 8 by 16 single room to 14 by 56 five-room units, some with bathrooms and double-wide or triple-wide complexes. The fleet also contains self-contained bathroom units and camp facilities.

Arctic Structures also specializes in pre-engineered metal buildings. With 40 years of experience we are able to supply and erect buildings in remote conditions to fit any application — from warehouses to maintenance facilities to office buildings.

Arctic Structures provides housing for contractors for the missile defense project in Delta, Alaska in our 364-bed dormitory complete with recreation, kitchen and dining facilities. This camp was built in our Palmer manufacturing facility in 2002 and continues to operate as needed.

continued on next page

COURTESY ARCTIC STRUCTURES



Palmer manufacturing facility

state despite economic ups and downs through the years. Arctic Structures has grown into a multi-faceted, diversified company with a variety of products and services to offer.

Q. Who are the company's main clients?

A. We have a broad client base including the major Alaska oil companies, government agencies, mining, fishing, various utility companies and many private contractors.

Q. How many employees does Arctic Structures have? How many in each of its locations?

A. The Anchorage office maintains a full-time staff of seven, and our production facility ranges from 15 to about 50 employees depending on current projects. Our Valdez operations employ about 12 people year round and as many as 30 in the summer months.

Q. Describe your essential facilities in general terms.

A. The Palmer manufacturing facility consists of a 60,000-square foot shop specifically laid out with overhead cranes to efficiently construct modular buildings.

Q. What is Arctic Structures' main strength, i.e. its edge over the competition?

A. Arctic Structures is known as the largest, most prestigious local manufacturer of modular buildings for both temporary and permanent use as office buildings, construction camps, industrial facilities, schools, classrooms and housing. All of our buildings are constructed in Alaska and are built to withstand the state's harsh environment. Our modulars have worked well with the logistical difficulties of reaching remote oil and mining industry locations. Fortunately, our knowledgeable crew has many years of experience in setting up these buildings under extreme conditions. Because the buildings are constructed locally, we also have the edge in meeting very short timelines. Another plus is eliminating freight costs associated with bringing facilities in from other states.

Our rental fleet is designed to withstand the Alaska terrain; these units are all built locally and are consistently well maintained. We own a fleet of over 120 units consisting primarily of office trailers. Also included in the rental fleet are break room trailers, self-contained bath units, kitchens, water and

COURTESY ARCTIC STRUCTURES



Anchorage office staff: Front row, left to right, Patti McBride (administrative assistant), Ray Gipson (general manager), Raoul Pursell (rental operations manager). Back row, left to right, Tom Rickard (metal building sales/project manager), Bob Thoma (estimating & design), Glen Sinclair (metal building sales/project manager).

waste-water storage units, dormitories and warehouse trailers. We offer monthly lease rates with reductions based on three, six, 12 or 24-month lease commitments.

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Q. What new markets, clients and/or projects did Arctic Structures attract in the last year?

A. In the last year we constructed a modular dining facility for Fort Richardson, emergency living quarters for ConocoPhillips, living quarters for the Alaska Department of Transportation at Montana Creek, an office complex for the USDA at the Kenai Lake Work Center, and a 30 by 86 metal building at Fort Wainwright, to name a few.

Q. What is the most challenging job the company has undertaken?

A. We have completed several challenging projects including the following:

- Construction of a 50,000-square foot, 414-bed, Delta Missile Defense camp in 2002 with a very short construction timeline ;
- A 160-bed camp with a 100-bed addition used as permanent living quarters which we designed, built, and installed for ConocoPhillips at Alpine;

- A three-story 75-bed permanent living quarters for BP at Northstar;
 - Four modular post offices for Wales, Lower Kalskag, Marshall, and Deering, Alaska.
- Metal building projects include:
- ConocoPhillips Alpine warehouse shop and incinerator buildings 16,000 and 3,500 square feet;
 - Mapco Lynx cargo port facility consisting of three buildings totaling 100,000 square feet; and
 - BP equipment shelters — five buildings totaling 14,000 square feet.

Q. What are the biggest obstacles to completing work the company undertakes?

A. Generally the biggest obstacles involve weather, particularly when undertaking North Slope projects. Set-up crews can sometimes be delayed for days due to storms and cold temperatures. Another obstacle has to be obtaining specialty materials in a timely fashion from out of state. Delays on materials can affect completion dates and extra time is often spent ensuring materials are here when needed.

Q. What do you see as future trends or opportunities for Arctic Structures?

A. Arctic Structures has grown immensely over the years and has great potential for future growth, particularly with the gas line and other future oil production projects.

Q. Does Arctic Structures have an anniversary or other landmark event coming up?

A. The founder of Arctic Structures, Harry Pursell, celebrates his 80th birthday this year; he is proud to still be involved in the company he started over 40 years ago.

Q. Does Arctic Structures maintain a Web site?

A. We encourage readers to visit our website at www.arcticstructures.com. Information on the Keystone Hotel can be found at www.keystonehotel.com.

Editor's note: Ray Gipson, general manager, provided information for this article.



Company listings

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Phone: (907) 452-1197
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Phone: Anchorage: (907) 248-3335
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Email: joy@evergreenak.com
Contact: Mike Roddy, director, marketing
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Email: mrodny@evergreenak.com
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This section consists of partial reprints from Petroleum News Alaska (predecessor to Petroleum News).

Hess bails out

—Petroleum News Alaska, April 8-May 5, 1996

While state leaders are looking for ways to encourage oil and gas development in Alaska, Amerada Hess Corp. the state's third largest leaseholder, has bailed out of Alaska.

With one massive stroke the oil and gas company gave up a colossal 278,000-plus acres of its remaining exploration and unit tracts on the North Slope.

The unprecedented transaction involves Amerada Hess's share of 94 leases that are assigned to partner ARCO Alaska Inc., and another 33 leases that have or will be turned back to the state Department of natural Resources, according to lease documents obtained by PNA.

Amerada Hess could not be reached for comment. However, DNR confirmed the transaction, although paperwork formalizing the lease assignments and some of the terminations with the state isn't expected to be filed for another week or so.

State documents indicate it could be the largest single lease transaction in state history, even larger than the 141,000 acres Amerada Hess dumped at one time early last year. . . .

The assignments and terminations are believed to be Amerada Hess' entire remaining acreage position in Alaska. . . .

Amerada Hess has never acknowledged publicly that it is leaving Alaska. With the latest property transactions, however, there can be no doubt about the company's intentions.

"They obviously took their look and, in the end, weren't satisfied with what's in Alaska," said Bill Van Dyke, petroleum manager for the oil and gas division.

"This was obviously a corporate decision they started to make the year before last when they decided they didn't want to be involved in a development at Northstar," said DNR Commissioner John Shively, a member of the state's Oil and Gas Policy Council tasked with identifying ways the state might attract oil and gas investment. . . .

The DNR commissioner "hopes" that the "message the state is sending out now" is different from the one that contributed to Amerada Hess' decision to exit the state. . . .

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COMPANYNEWS *in brief*

Northern Air Cargo adds Anna Sattler to team

Northern Air Cargo recently hired Anna Sattler to complement its statewide sales and marketing team.

NAC is celebrating its 50th year in the Alaska market which operates an all-cargo airline with bases in Anchorage and Fairbanks. Sattler, a lifelong Alaskan, is a shareholder of Kwethluk Inc. and Calista Corp. and has worked and lived in rural Alaska in a variety of sales and marketing positions for the past 15 years.



ANNA SATTLER

Sattler will be responsible for account management “in a variety of NAC’s rural Alaskan cargo hub destinations throughout Western Alaska as well as NAC’s government clientele,” NAC said in a March 10 press release.

Baker Hughes acquires Nova Technology

Houston-based Baker Hughes has acquired Nova Technology Corp. of Broussard, Louisiana for approximately \$70 million in cash and assumed debt.

Nova is a leading supplier of permanent monitoring, chemical injection systems, and multi-line services for deepwater and subsea oil and gas well applications and has contracts in the Gulf of Mexico, West Africa, Sakhalin Island and Brazil, Baker Hughes said in a Jan. 31 press release.

“The acquisition of Nova supports our focus on providing the industry’s best-in-class production optimization technologies and services,” said Rod Clark, Baker Hughes President and chief operating officer. “Nova’s product lines are expected to complement the broad permanent monitoring capabilities of Baker Hughes’ QuantX Wellbore Instrumentation products and services and the fiber optic technologies provided by our Luna Energy unit. The installation of permanent monitoring and chemical injection systems will be used to assist operators in managing their production and reservoir systems to accelerate production and increase hydrocarbon recovery.”

Bombay Deluxe gets raves from Anchorage Press

Anchorage restaurant Bombay Deluxe recently got kudos for its fine Indian cuisine in a write-up in the Anchorage Press.

Bombay Deluxe is the only authentic Indian restaurant in the state of Alaska, the Press said.

Located in the Valhalla Center at 555 W. Northern Lights Blvd. between C and Arctic, the establishment has been serving Anchorage for five years.

Among other compliments, the Press said “the chefs at Bombay Deluxe are experts in making North Indian dishes such as Tandoori chicken, Naan bread, lamb and chicken Tikka Masala, and other curry dishes.”

Concerned that Indian food is too spicy? Don’t be. Bombay Deluxe’s chefs can make any dish mild, medium or hot.

Working at Prudhoe Bay



JUDY PATRICK

Nabors Alaska Drilling Rig 7E5 with tundra swans at a drill site in the BP-operated Prudhoe Bay field on Alaska’s North Slope

In 2004, Bombay Deluxe was purchased by two brothers, Sunil Sethi and Rakesh Sethi. Sunil also owns Computing Alternatives, an information technology consulting company that provides system development services for the State of Alaska’s Division of Oil and Gas.

Sunil and his IT partner Keith Watt developed a web site for on-line ordering from Bombay Deluxe (www.bombaydeluxe.com). The web site has been a great hit, Sunil said, and allows customers to order Indian food for pick up from the comfort of their home or office.

“The customers can download the menu or use a shopping cart functionality to order the food,” Sunil said.

Bombay Deluxe also provides delivery through Alaska Food Service but plans to provide its own delivery service soon.

The restaurant’s hours are Monday through Friday 11 a.m. to 10 p.m., Saturday 5 p.m. to 10 p.m., and Sunday 5 p.m. to 9 p.m.

Take the history quiz: Find out what was going on in the oil patch 10 years ago. Turn to page 15 for a peek at the Petroleum News archives.

Kudos to Aurora & Swift!



Robert Banks, Swift International's VP of international operations, oversees Swift's Alaska interests



Bruce Vincent is president of Houston-based independent Swift Energy



Scott Pfoff is president of Aurora Gas



Ed Jones is Aurora Gas's executive vice president of engineering operations

On March 30, Aurora Gas, a Southcentral Alaska natural gas producer, announced it had formed a joint venture with Houston-based Swift Energy to explore for oil and gas on Aurora's acreage in the Cook Inlet Basin. The first activity of the new partnership is already under way – the drilling of the Endeavour No. 1 wildcat oil well near Anchor Point on the southern Kenai Peninsula. Not only has Aurora brought a significant new player to Alaska, but the drilling at Endeavor marks the return of oil exploration to Cook Inlet. Aurora President Scott Pfoff said in November that his company was going to bring oil exploration back to the inlet and it looks as if Aurora has kept that promise.

Welcome to Alaska, Swift Energy, and thank you, Aurora Gas. Best wishes at Endeavor!



Andy Clifford is vice president of exploration of Aurora Gas

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AES Lynx Enterprises
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Avalon Development
Badger Productions
Baker Hughes
Bombay Deluxe Restaurant
Brooks Range Supply
BW Technologies
Capital Office Systems
Carlile Transportation Services
Chiulista Camp Services
Computing Alternatives
CN Aquatrain
Colville
ConocoPhillips Alaska
Construction Machinery Industrial
Coremongers
Crowley Alaska
Cruz Construction
Dowland - Bach Corp.

Doyon Drilling
Doyon LTD
Doyon Universal Services
Dynamic Capital Management
Engineered Fire and Safety
ENSR Alaska
Epoch Well Services
ESS Support Services Worldwide
Evergreen Helicopters of Alaska
Fairweather Companies, The
Flowline Alaska
Friends of Pets
Frontier Flying Service
Great Northern Engineering
Great Northwest
Hawk Consultants
H.C. Price
Hilton Anchorage
Holaday-Parks
Horizon Well Logging
Hotel Captain Cook
Hunter 3-D
Industrial Project Services
Inspirations
Jackovich Industrial & Construction Supply
JEMS Real Estate
Judy Patrick Photography

CONGRATULATIONS, KEN SHEFFIELD & TEAM

We appreciate your perseverance and Pioneer's investment in the state of Alaska

On Feb. 6, Pioneer Natural Resources began development of its Oooguruk oil field in the shallow waters of the Beaufort Sea off Alaska's North Slope. Discovered in 2003, Oooguruk will be the first independent-operated oil field on the North Slope. The field is expected come on-line as soon as 2008. It holds approximately 70 million barrels of recoverable crude. Eni Petroleum is a 30 percent partner in Oooguruk.



- Kenai Aviation
- Kenworth Alaska
- Kuukpik Arctic Catering
- Kuukpik/Veritas
- Kuukpik - LCMF
- Lasser Inc.
- LCMF
- LCMF - Barrow Village Response Team (VRT)
- Lounsbury & Associates
- Lynden Air Cargo
- Lynden Air Freight
- Lynden Inc.
- Lynden International
- Lynden Logistics
- Lynden Transport
- Mapmakers of Alaska
- Marathon Oil
- Marketing Solutions
- Mayflower Catering
- MI Swaco
- MWH
- MRO Sales
- Nabors Alaska Drilling
- NANA/Colt Engineering
- NANA Oilfield Services
- Natco Canada
- Nature Conservancy, The

- NEI Fluid Technology
- NMS Employee Leasing
- Nordic Calista
- North Slope Telecom
- Northern Air Cargo
- Northern Transportation Co.
- Offshore Divers
- Oilfield Improvements
- Oilfield Transport
- Pacific Power Products
- Panalpina
- PDC Harris Group
- Peak Oilfield Service Co.
- Penco
- Perkins Coie
- Petroleum Equipment & Services
- Petrotechnical Resources of Alaska
- PGS Onshore
- Pipe Wranglers Canada
- ProComm Alaska
- Prudhoe Bay Shop & Storage
- PTI Group
- QUADCO
- RAE Systems
- Rain for Rent
- Ranes & Shine Welding
- Residential Mortgage

- Salt + Light Creative
- Scan Home
- Schlumberger
- Seekins Ford
- Spenard Builders Supply
- STEELFAB
- Superior Machine and Welding
- 3M Alaska
- Tire Distribution Systems
- TOTE
- Totem Equipment & Supply
- Trinity Inspection Services
- Tubular Solutions Alaska
- UAA Department of Engineering
- Udelhoven Oilfield Systems Services
- Unique Machine
- Unitech of Alaska
- Univar USA
- Usibelli
- U.S. Bearings and Drives
- VECO
- Welding Services
- WesternGeco
- Wiggy's-Alaska
- Worksafe
- WSI-Total Safety
- XTO Energy

Hepworth Agency opens doors

Entrepreneur puts 30 years' experience to work helping Outside companies gain foothold in Alaska

Q. Where is Hepworth Agency located?

A. My office is located at 612 E. 3rd Ave. in Anchorage, Alaska.

Q. What year was the company founded, who founded it, and what was its original name?

A. I started it part time in 2000 as Hepworth Investigations doing research/investigative work for a Lower 48 client. The marketing direction and name were changed to Hepworth Agency in August 2005 so I could reach a broader market and provide full-time services to my clients.



Wadeen Hepworth provided information for this article

Q. Who heads up Hepworth Agency and who is on its senior management team?

A. Wadeen Hepworth is the owner and contracts out services as needed.

Q. What are the company's target business sectors? What services does the company offer?

A. They are the oil, gas, mining and construction industries. Services include marketing assistance, company representation



COURTESY HEPWORTH AGENCY

C-Lock Interlocking steel reinforced mats are 8 feet by 16 to 20 feet (or to your specs). Mats lock on four sides (ends with the C-Lock - sides with side slide), use grade 2+ spruce, are repairable in the field, have a 34,000 psf. Used for helicopter/storage pads, roads, warehouse floors, pipeline crossings, etc. The rotation of the C-Lock breaks ice/mud debris build up when lifted.

for products and services, editing and research, event planning and promotion, trouble shooting/problem solving, customer service and public relations. I specialize in services to companies outside the state that need advance marketing presentations and information gathering in order to obtain future Alaska business.



By Paula Easley

My services are tailored to meet client needs, and I take pride in my ability to represent companies in a professional manner. I can design a marketing, sales, promotion package to promote organizations to the companies they want to reach.

Q. Who are the company's main clients?

A. I am the Alaska Company Representative for Canadian Mat Systems Inc., of Edmonton, Alberta; and Trinity Inspection Services, Fort Smith, Ark.

Canadian Mat Systems Inc. was incorporated in 2002 and made quick inroads in the Canadian oil and gas industries with the novel design of the C-Lock (patented U.S./Canada) Interlocking Mat System. The C-Lock mat (16 feet and 20 feet) is designed for quick assembly (interlocks on four sides) to form roadways, well site/storage pads, flooring for warehouse or temporary structures, high pressure pipeline crossings, river bank shoring, etc. The C-Lock and steel reinforced drill rig mat (30 feet and 40 feet) are repairable in the field with a cutting torch/welder. All mats have a 34,000 psf.

Trinity Inspection Services, a pipeline inspection company, founded in 1999, provides coating and welding inspections for corrosion surveys. The company also provides failure analysis in all areas of fabrication, construction, pipeline, inland and offshore structures and facilities specializing in project management. Trinity Inspections recently completed inspecting pipe for BP's Mardi Gras project in the Gulf of Mexico.

Q. Is your company expanding its operations and/or locations?



The C-Lock provides not only a secure locking device but are designed so that ice/mud build up will fall away when the unlocked side of mat is lifted. This creates rotation in the locked end and breaks any debris and allows the mats to come apart.

COURTESY HEPWORTH AGENCY

A. I have a five-year plan to expand Hepworth Agency to include manufacturing and international marketing work. I am in the process of developing the first phase of the plan that will provide future jobs for Alaskans.

Q. What is Hepworth Agency's main strength, i.e. its edge over the competition?

A. I have more than 28 years experience in marketing, sales, advertising and promotion in Alaska's oil, gas, mining and construction industries. I represented the Alaska Railroad Corp. as the Freight Sales Manager and as the Assistant to the Vice President of Marketing; also was Assistant to the Publisher of Petroleum News.

I have worked with Japanese and German trading and shipping companies throughout North America and Alaska. I also worked with Danish and Korean shipping companies as well as ship agents, custom brokers and stevedoring companies overseeing the shipment of steel products to Alaska's oil fields.

I am a published writer and have a broad background in public relations. I've been responsible for large advertising/pro-



The C-Lock mat provides a firm footing even in flood conditions.

Q. What new markets, clients and/or projects did Hepworth Agency attract in the last year?

A. I introduced the two new mat companies and a pipeline inspection company to Alaska in 2005.

Q. What is the most challenging job your company has undertaken?

A. Gathering engineering information to help in the redesign of a drill rig mat to meet the heavier drill rig needs in the Alaska market. This required learning and applying engineering terminology and statistics so that the manufacturer was able to use the information that resulted in a new and improved Alaskan drill rig mat.

Q. What do you see as your company's biggest challenge in the next five years?

A. Launching a new manufacturing company and marketing the products in Alaska and Russia.

Q. What do you see as future trends or opportunities for Hepworth Agency from events such as long-term weather fluctuations?

A. Warm weather and slushy muddy ter-

rain are a nice combination for selling drill rig and road/platform mats. Arctic ice conditions require the use of drill rig and C-Lock Interlocking mats to protect the environment.

Q. What is Hepworth Agency's safety record?

A. So far Wadeen has managed to stay on her feet during icy weather which is a safety record in itself; she also refrained from cooking to avoid burning her office down.

Q. What is the most humorous story from Hepworth Agency's years in the business in Alaska?

A. As sales representative at Alaska Railroad I convinced Arco Alaska to ship 60-foot line pipe from Anchorage to Prudhoe Bay during breakup. This required transferring loads at Hilltop on the Haul Road and I thought it strange the truckers (their managers were my two best trucking buddies) didn't mingle in the coffee shop. At dinner I received word the North Slope contractor refused to unload the trucks. Without realizing it I had put together a deal between a union and non-union trucking company and no one had mentioned the fact — we just had a job to do. (By the way, they unloaded those trucks.)

Q. How can people get in touch with you?

A. My contact information is: Hepworth Agency, 612 E. 3rd Avenue, Anchorage, AK 99501, telephone: 907-272-5766, fax: 907-274-5766, and email: canrouak@gci.net.



Drill rig mat designed for Alaska's heavier drill rigs. Size 8 feet by 30 to 40 feet or designed to your specs, four rail steel, 2 foot by 6 foot laminated wood beams, repairable in the field with a cutting torch and welder, 34,000 psf, side fork deflectors. Sale/rent

motion budgets and have designed, set up and manned booths at conferences and trade shows throughout the U.S. and Canada.

My business travel has included all of North America and Alaska (including Prudhoe Bay, Unalaska and western Alaska.) I've ridden the Haul Road on a truck, climbed on drill rigs, stayed at construction camps and visited pipe-laying sites at Prudhoe Bay. I know the territory, which is absolutely critical in such an undeveloped state.

COURTESY HEPWORTH AGENCY

COURTESY HEPWORTH AGENCY

Mapco's Birkinshaw switches to fly-fishing, swimming outdoors

By **AMY SPITTLER**
Petroleum Directory

Dick Birkinshaw was an Alaska resident for 22 years. His hands-on experience in the oil and gas industry in the state began with his work for Mapco Express, as its division manager.

While in Alaska Birkinshaw was a member of the Petroleum Club, a director for the Resource Development Council (RDC) and president of Anchorage Downtown Rotary.

He says he and his wife miss "many things" about living in Alaska, their friends who still live in the state at the top of their list.

They also miss visits to the Glacier Brew House, the cross-country skiing trails, fishing trips, traveling to Homer in the summer, and the Fur Rondy season. The list goes "on and on," Birkinshaw



DICK BIRKINSHAW

says.

His most memorable experience in the industry was the years of hard work that went into developing "a successful retail gasoline and convenience store chain from the ground up."

Currently, Birkinshaw and his wife are living in Medford Oregon, which is closer to their children and grandchildren. In his words, they are enjoying "family time."

Birkinshaw is retired now, but he still keeps busy as a local Rotarian and as a Sun Oaks HOA board member.

He also likes to get in a regular game of duplicate bridge with friends, and makes a point to travel, especially during college football season to watch the games of his alma mater, the University of Oregon.

Birkinshaw is without a doubt one of the country's most loyal Duck fans, going as far as organizing charter flights for he and his friends, so that they can attend games.

His outdoor activities have changed slightly since moving to Oregon, and now include fly-fishing, swimming outdoors and hiking. Most importantly, he says right now he's "just having fun."



Whatever happened to...? is a new segment from Petroleum News that will appear in every issue of our quarterly Petroleum Directory. We're tracking down people in Alaska and western Canada's oil and gas industry who have moved out of those areas to pursue other ventures.

If you have been wondering what happened to a former client or associate, please let us know. Or if you have any information on the whereabouts of someone who other people might be wondering about, let us know.

Contact Amy Spittler
Petroleum News, Special Publications Editor
907-522-9469 • Fax: 907-522-9583
aspittler@petroleumnews.com

Birkinshaw and his wife would love to hear from people who they knew in Alaska, but have lost touch with. They can be reached at (541) 773-4514, or by email at birk_1@charter.net.

Simmons growing grapes in southern Oregon

By **AMY SPITTLER**
Petroleum Directory

For those of you who wonder what Steve Simmons is up to these days, he's a vineyard owner in southern Oregon, commuting periodically to Baku, Azerbaijan and Yuzhno-Sakhalinsk, Russia as a consultant for MI Swaco.

Steve moved to Anchorage in 1972, the day after his high school graduation, and stayed in the state for almost 28 years.

Initially he spent several years working in Anchorage and on the North Slope without "concerning myself with a career," as he put it.

In 1977 "three pioneers of the Alaska oil service industry" at a company called Drilling Supply and Rental offered him a

continued on next page



Misty Oaks Vineyard, Oakland Ore., with Simmons' home on the hill.

COURTESY STEVE SIMMONS

Steve was a very early board member of the Alaska Support Industry Alliance in Alaska, when it was called ASIA. He is still a member of the Society of Petroleum Engineers, and was an active user of and eventual president of the Petroleum Club of Anchorage.

chance at something better. (Alaska, Steve said, very recently lost one of those pioneers in the person of Glyn Scales.)

The company was small in 1977, but the employee roster grew by 100 percent the following year when “one of the most influential people in my life joined me for what became a long haul building a business,” Steve said, making reference to long-time friend Bruce Spittler.

Eventually the company changed its name to DSR Companies and grew bigger than a two-man operation.

In 1997, a Houston based global service company acquired DSR, and it became part of MI-Swaco.

Steve was a very early board member of the Alaska Support Industry Alliance in Alaska, when it was called ASIA. He is still a member of the Society of Petroleum Engineers, and was an active user of and eventual president of the Petroleum Club of Anchorage.

Steve and his wife Christy, who have been married 28 years, say they both miss the friendships they had with so many people in Anchorage. “We particularly miss the events at the Petroleum Club and the spontaneous trips to the Southside Bistro for a summer salad and a glass of wine,” they wrote Petroleum News.

They said they made many good memories in Alaska, which is where they met.

At DSR Steve said he had “mostly highs and a few lows” that were memorable. He recalls celebrating at the Spenard post office when the company received enough money in the mail to make payroll. “I can also remember working to meet some deadlines for delivery of equipment, when we ate cold pizza at consecutive sunrises, and we were still painting things as



The 1910 Okha Discovery Well. Steve Simmons (far right) with two Russian petroleum engineers. Okha is at the northern end of Sakhalin Island and its petroleum history dates back to this well. Exploration and early development of offshore Sakhalin Island is proving that the area contains a huge amount of recoverable oil. Several Alaska companies have had operations there since the 1990s. Steve says he frequently runs into Alaskans and former Alaskans there.

they were being shipped out of the yard.”

Today, he and Christy are growing wine grapes and making (a little wine) in Oregon.

“Our operation is called Misty Oaks

Vineyard. To support this venture through its early stages, my wife and I both work. Christy commutes to Roseburg and is a controller for a private medical firm, and I commute to Baku, Azerbaijan and Yuzhno-Sakhalinsk, Russia as an operations consultant for MI Swaco,” Steve said.

Despite his busy international schedule Steve still likes to play golf and can honestly say he takes great pleasure just working at establishing the vineyard.

Steve has some advice for his friends in Alaska: “Drink wines from southern Oregon. Misty Oaks is one of many good ones that can be found here. Seriously though, here is an observation. After traveling around the eastern hemisphere for the last four or five years, I would just like to say; we really do live in a great country and we ought to give thanks every day for the lifestyle we enjoy here.”

Steve wants everyone to know that the vineyard’s website will be up soon. For the time being, “We would love to correspond with any of our Alaska friends using our e-mail address of mistyoak@earthlink.net.”

When asked if he would do it all over again, Steve replied “Hell yes!”

COURTESY STEVE SIMMONS



The Orlan Platform at the Hyundai shipyard in Korea. It is a concrete drilling island that had a first life in the Beaufort Sea in Alaska and has now undergone remodeling and upgrading to work offshore of Sakhalin Island. “When I went aboard it in Ulsan, Korea it was like coming home. Many of the crew onboard had worked in Alaska,” Simmons reported.

COURTESY STEVE SIMMONS

Innovative heating solutions are Totem Equipment & Supply's specialty

Totem Equipment & Supply's manufacturing, sales and rentals growth includes expansion into Korean and Russian markets

Q. What do you most want people to know about your company?

A. Totem Equipment & Supply Inc., locally owned and operated since 1961, is an equipment dealership, rental yard and manufacturing facility. Known as the place to get temporary heat, Totem has been building the Totem10 indirect-fired heaters since the pipeline construction days.

Q. Where is Totem Equipment & Supply located? Does it have more than one location?

A. Totem Equipment's main branch is in Anchorage on Commercial Drive. The rental yard is in Anchorage on Industry Way, and our new branch is on Susitna and Knik Goose Bay Road in Wasilla.

QA

By Paula Easley

Q. When was the company founded and who founded it?

A. The company was founded in 1961



PETROLEUM NEWS FILE

Mike Huston, co-owner and sales manager of Totem Companies, provided information for this profile.

in Anchorage by Cliff and Allie Huston.

Q. Who heads up Totem Equipment & Supply and who is on its senior management team?

A. The company is run by Allie Huston and Mike Huston. Mike Stevens is rental manager and Rick Bond handles service

and fabrication. We invite people to call us at (907) 276-2858 with their equipment needs; our knowledgeable staff will be glad to help.

Q. What is the company's primary business sector? What services does the company offer?

A. Our primary business is to sell, service and rent construction and industrial equipment. We also design and fabricate specialized equipment, including but not limited to, self-contained heater trailers, mobile boilers/thawers/snow blades and hydraulic power packs.

The company is probably best known for the Totem line of heater trailers. These are self-contained indirect fired fresh air heaters from 200,000 to 1 million Btu. We are a full-service equipment dealership, with products for all phases and types of construction. We represent TEREX, Toyota Lift Trucks, Whiteman, LANDA, Wacker, MultiQuip, Honda Engines, ICE Frost-Fighter, Heat-Wagon SureFlame, Clemco Sand Blaster and more than 200 other product lines.



COURTESY TOTEM EQUIPMENT

The company is probably best known for the Totem line of heater trailers. These are self-contained indirect fired fresh air heaters from 200,000 to 1 million (pictured above) Btu.

continued on next page

Q. Who are the company's main clients?

A. Our main customer base consists of contractors, oil companies and oil support companies; mining companies; federal, state, local and village government agencies; and foreign markets.

Q. How many employees does Totem Equipment & Supply have? How many in each of its locations?

A. Totem Equipment has 10 employees, Totem Rentals has 15 and Totem Fabrication has three employees.

Q. Does Totem Equipment & Supply have subsidiaries? If so, what services do they provide?

A. Totem Rentals Inc. provides equipment rental and leasing and Totem Inc. provides fabrication and engineering.

Q. Is your company expanding any of its operations and/or locations? If yes, please describe expansion and reasons for it.

A. We have three branches and a fabrication facility. We opened Totem Rentals in Wasilla last May. We also opened the fabrication plant last year and we plan on doubling the size of our fabrication building this spring.

Our rental business has been growing



COURTESY TOTEM EQUIPMENT

The company was founded in 1961 in Anchorage by Cliff and Allie Huston.

by leaps and bounds in the Matanuska and Susitna valleys during the last several years. We had a great many customers asking us to put a store in the valley. Since we really had too much inventory for our existing facilities, expansion to this area was a perfect fit. This has turned out to be a very good move with better service for our more northern customers and another place to store inventory.

The fabrication facility was also customer driven, as we could not really keep up with demand for our current products. We also found that we had to refuse to do things we were capable of doing because of facility and personnel constraints. This is working out well enough that the building we just got going last year is being doubled this spring.

Q. What is Totem Equipment & Supply's main strength, i.e. its edge over the competition?

A. Our main strength is our versatility and product knowledge. When a customer comes to us with a job to do or a problem to be solved, we take pride in being able to say we have the solution. Whether we sell an existing product, build something from scratch or provide some kind of combination or modification, we will get the job done.

Q. What new markets, clients and/or projects did Totem Equipment & Supply attract in the last year?

A. Our new market is mainly providing better service to the Palmer/Wasilla area

through our new branch in the middle of town at Susitna and Knik Goose Bay Road. We have also found market expansion opportunities by exporting products and services to both Russia and South Korea. Part of our expansion was generated by additional large pending orders from the South Korean Army and the Russian oil fields.

Q. What is the most challenging job the company has undertaken?

A. It seems every job we do has its own challenges and very rarely is it not a "rush job."

Q. What do you see as your company's biggest challenge in the next five years?

A. Managing growth and keeping our core group of employees happy is the biggest challenge.

Q. What do you see as future trends or opportunities for Totem Equipment & Supply from events such as long-term weather fluctuations?

A. We expect to be keeping Alaskans toasty warm for many years to come. And, with all the potential of the gas pipeline, ANWR, the Knik Arm crossing, relatively high gold and mineral prices, and increased tourism, the future looks especially bright. Alaska has a great future if things are done properly.

Q. Does Totem Equipment & Supply have an anniversary or other landmark eve coming up?

A. This year, 2006, is our 45th anniversary of doing business in Alaska.

Q. What is the average length of time employees work for the company?

A. Our key employees have been with us more than 19 years. Mike Huston grew up in the business and Allie is a founding principal.

Q. Does Totem Equipment & Supply or its partners or subsidiaries maintain Web sites?

A. www.toteminc.com. Our Web site is still under construction, but you can see photos of Totem's self-contained heater trailers, our towable portable trailer, and our frost-fighter diesel heaters.

PETROLEUM NEWS FILE



Totem Rentals Inc. provides equipment rental and leasing and Totem Inc. provides fabrication and engineering.



Pad, pipelines complete at CD3

According to operator ConocoPhillips, pipeline and drill site construction was completed this winter at Alpine satellite Fiord CD3. Production is expected to start later this year. There are no roads to Fiord (nor will there be), so in January temporary ice roads were constructed to move construction equipment, facilities, a drilling rig and drilling supplies to the site.

Similar construction activities were going on at another Alpine satellite, Nanuq CD4. The total investment in the two satellites was about \$500 million.

During the past two winter seasons 600 people worked on construction at Fiord and Nanuq each year.

Drilling and construction contractors included Doyon Drilling (main drilling contractor), M-I Swaco (drilling fluids and waste management), Sperry Drilling Services (directional drilling and logging), Schlumberger (cementing and pumping), Arctic Slope Energy Services (pipelines), Swalling Construction (bridges), Nanuq and Peak Oilfield Services (ice roads), Conam Construction (facilities), VECO Alaska (communication and power), and VECO Engineering (engineering).

When asked what effect a new state petroleum production tax might have on satellite developments such as Fiord, ConocoPhillips declined to comment but Alliance manager Paul Laird said "any tax increase makes all Alaskan investments less attractive and less likely to attract capital. That's even true of the original PPT negotiated between the administration and the three major North Slope producers which amounts to a doubling of current severance taxes and roughly a \$1 billion annual tax increase on the industry at current price and production levels."

Photos by
Judy Patrick

Top photo, this aerial of the site was taken in February. At right, vertical support members were installed to raise the pipeline above the tundra. The pipeline goes from CD3 to Alpine. Below, workers used scaffolding to prepare the supports for the pipeline





Pipefitters with Swallowing Construction string pipe



Conam workers check their measurements



Doyon Rig 19 (CD3)

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